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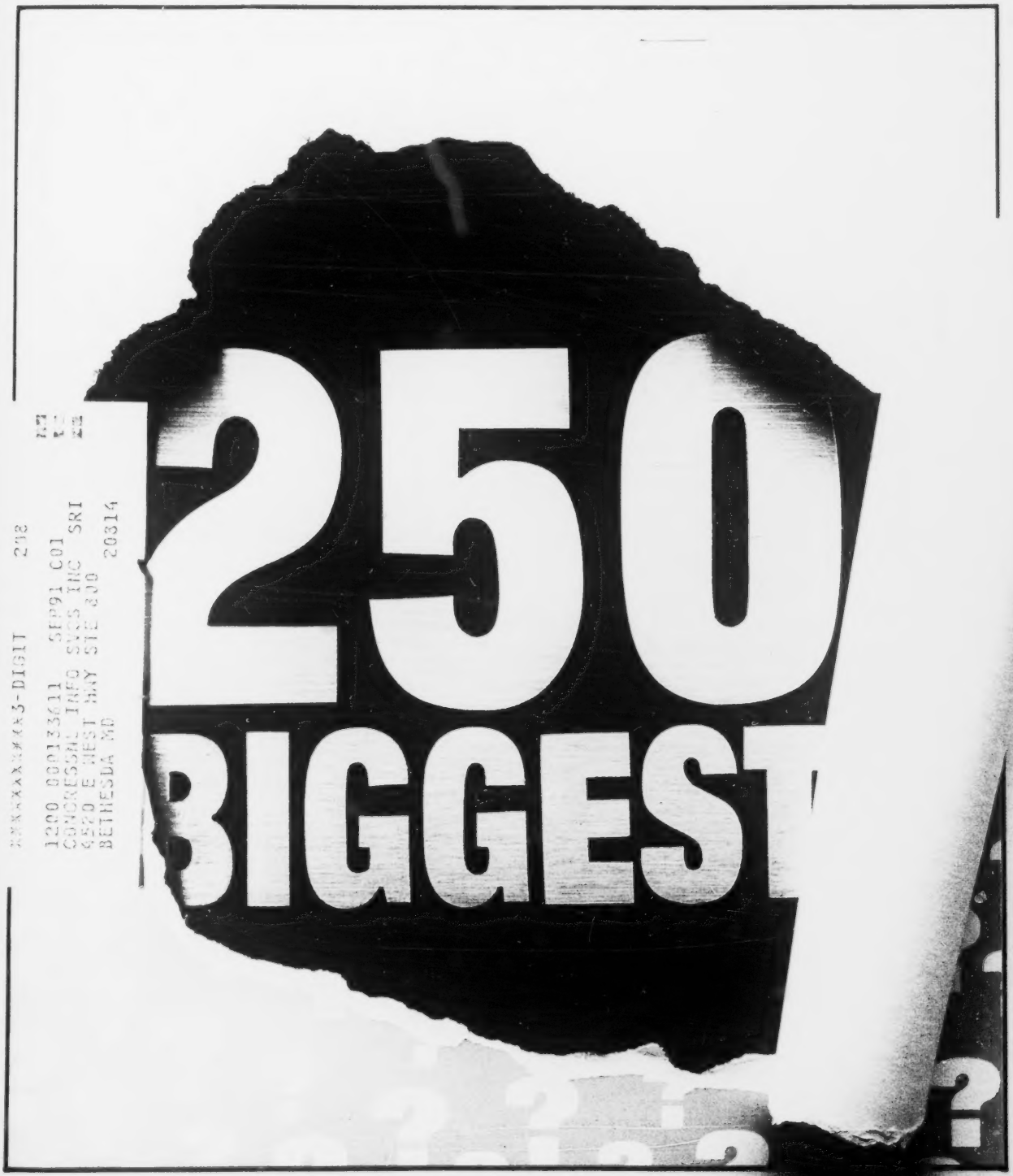

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ELECTRICAL WHOLESALING

JUNE
1990

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Cover photo by Christopher Gould

electric 90

ELECTRIC 90

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THE PUBLISHER'S NOTE

One of ELECTRICAL WHOLESALING's major resources is its access to the electrical expertise of *Electrical Construction & Maintenance (EC&M)* magazine's editors. Whenever EW editors have questions on technical aspects of the electrical industry, the answer is often just a few steps down the hall because they can draw on the knowledge of *EC&M* editors.

This immense pool of electrical knowledge increased significantly when Fred Hartwell recently joined *EC&M*'s staff. Fred's credentials are impeccable. Before coming to *EC&M*, the University of Massachusetts graduate was the head electrician at Hampshire College in Amherst, Mass. He is also president of Hartwell Electrical Services, Inc. in Amherst, which provides continuing education for electricians and consultation in electrical code work. Fred is the electrical inspector for the town of Pelham, Mass., and a member of two prestigious industry organizations—the National Fire Protection Association (NFPA) and the International Association of Electrical Inspectors (IAEI).

Fred's knowledge of the National Electrical Code (NEC) is also quite impressive. Several of his proposals for NEC revisions have been accepted, and he has been a panelist for many of *EC&M*'s Code conferences and seminars. He is also a member of the editorial board for *Electrical Code Watch*, the monthly newsletter we recently launched.

That's quite a background, and we are just delighted to have Fred on our staff.

John G. Behmke

JOHN G. BEHMKE, Publisher

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250 BIGGEST

ELECTRICAL WHOLESALING'S RANKING OF THE LARGEST U.S. ELECTRICAL DISTRIBUTORS IS AN INDUSTRY STANDARD.

■ The push to be bigger. The need to be more productive. The desire to acquire formerly independent firms. The struggle to survive difficult business conditions. In capsule form, that's what is happening thoughout the electrical wholesaling industry; and it's nowhere better seen than among the 250 companies in our 1990 ranking of the largest electrical distributors.

This list, the twelfth that ELECTRICAL WHOLESALING has compiled since 1970, shows the chains (electrical distributorships with five or more houses) increasing in number, sales volume and employees—but not necessarily in market share, due to what appears to be the up-sizing of companies throughout the industry. Productivity, as measured by sales per employee among firms on the list, has advanced, but not as fast as the rate of growth in sales industry-wide. And the rapid pace of acquisitions, closures/failures and down-sizing continues, to the extent that 29 of 1988's biggest disappeared from the 1990 list.

Back in the 1970s and even as recently as the early 1980s, the sale or merger or failure of a big electrical distributorship was an unusual event. Today it almost seems commonplace. In the last two years alone, bankruptcies or closures appear to have claimed five of the firms on 1988's 250 Biggest ranking. Also in the space of those two years, a total of 12 of the companies in the ranking in 1988 were acquired by other distributors on the list, while three are under new corporate ownership although they have retained their identities. And one of the companies on the 1990 list, No. 108 Electric Specialty & Supply Corp., Boston, Mass., expects to finalize its sale to Branch Group Inc., Forestville, Md., No. 22, in 1990. All that acquisition activity follows on the heels of 15 acquisitions and seven new corporate owners at the time we did the 1988 listing, making for a turbulent and unprecedented four years in the history of the industry.

The cutoff to make the 250 spot this year was 52 employees, a bit below 1988's 55 employees. That year marked the first time in many years that the cutoff figure had changed—for several listings before 1988 it had been at 45 employees. That the cutoff figure remains in the 50-plus employee range confirms the on-going up-sizing of many of the larger firms.

In terms of productivity, these large companies as a group made some progress in the two-year period since the last listing, although in essence they have only just come back to where they were four years ago. The sales per employee for the companies in this year's ranking (based on the 140 distributorships that furnished both employee counts and 1989 sales figures) rose to $276,000 from $241,000 in 1987. While that marks a healthy increase of 14.5%, industry sales are thought to have increased at least 20% and perhaps as much as 25% over the same period. Back in 1985, sales per employee for these big distributors stood at $275,000.

In addition to providing an overview of activity among the companies at the top of the electrical distribution industry, this ranking gives a guide to the industry's size and structure. In total, the 250 firms listed here employ 57,741 people in electrical wholesale operations. That figure includes data on several companies whose numbers of employees were estimated by us through internal or industry sources. They accounted for approximately $16.8 billion in sales in 1989. With electrical wholesaling industry sales just under $40 billion in 1989, these 250 firms do 42% of the industry's business.

These data underscore two facts about the electrical wholesaling industry. First, they show that even though the large, visible firms tend to get a lot of attention, it is smaller firms, with less than 55 or so employees each, that do the bulk of the business in the industry, almost 60% of it.

Secondly, they reveal the meaning of "big" and "small" in the electrical wholesaling industry. While there are a number of firms with hundreds of employees and a few with thousands, a firm with only 60 employees is considered to be among the biggest in the business. Of the estimated 5,000 or more U.S. electrical supply houses, 95% have less than 55 employees.

Among the companies on the list are the following:

The national chains. General Electric Supply Co., Bridgeport, Conn., Graybar Electric Co., St. Louis, Mo., and Westinghouse Electric Supply Co., Pittsburgh, Pa., have long been known in the industry as the national chains. By 1984, Consolidated Electrical Distributors, Inc., Westlake Village, Calif., had joined their ranks. These four electrical distributors employ approximately 13,800 people, if our estimates are accurate. We would put their combined sales volume at approximately $4.4 billion, or about 11% of industry

By Andrea Herbert, Chief Editor

sales. This percentage share of the market held by the national chains remains the same as it was in 1988.

If we were to include two other companies—the wire and cable distributor Anixter Bros., Inc., Skokie, Ill., and the motor and other products distributor W.W. Grainger, Inc., Skokie, Ill.—in the national chain category, where they logically belong by virtue of the number of houses each has and their representation in most states, the electrical employee count rises to close to 20,000, the sales volume to $6.1 billion and the market share to 15%.

The super-regional chains. This term is the designation we give to large chain distributorships that have spread beyond regional boundaries. They include All-Phase Electric Supply Co., Benton Harbor, Mich.; Consolidated Electric Supply, Inc., Miami, Fla.; Crescent Electric Supply Co., East Dubuque, Ill.; EESCO, Inc., Chicago, Ill.; Noland Co., Newport News, Va.; and Summers Group, Dallas, Tex. Together they employ 6,020 people and account for $1.75 billion in sales, approximately 4% of industry sales. This market share, too, remains unchanged since our last listing. No new firms have moved up to super-regional status in recent years, although Stuart C. Irby Co., Jackson, Miss., Southern Electric Supply Co., Meridian, Miss. and Platt Electric Supply, Inc., Beaverton, Ore., are approaching the super-regional level of coverage as they branch out into more and more states.

The regional chains. On this list we count 40 electrical wholesalers with five or more branches in three or more states, our definition of a regional chain. Other chain distributors exist in the industry; but since they have fewer than 52 employees, they did not make this listing and are not counted here. These companies have increased their ranks by three since 1988. Today they employ 9,115 and probably do a combined annual sales volume of around $2.6 billion.

The statewide chains. These electrical distributors with five or more branches confine their operations within one state. There were 44 of them in this year's ranking; last time there were 41, and just two years previously there had been only 29. They employ about 6,150 people and do about $1.6 billion in sales.

The two-state chains. These companies have crossed state borders with their five or more houses, but they haven't spread far enough that they could be called regional chains. There are 29 of them on the list this year, in contrast to 23 in 1988.

CHRISTOPHER GOULD

Multi-branch distributors. These firms again dominate the 250 Biggest listing in numbers, although their ranks have grown smaller over the years as more and more of them move on to chain status. This time there are 94 such companies, having two to four locations and serving a more or less local market area. There were 101 of these firms on the last list.

Single-house firms. Fewer and fewer of this type of electrical distributor appear among the largest electrical wholesalers in the U.S. every time we do a listing. Single-house distributors on the 1990 250 Biggest list number 20, down from 28 in 1988, 35 in 1986 and 44 in 1984.

Specialty distributors. These companies, such as wire and cable distributors and lighting specialists, tend to have multiple locations, but only one per state, a somewhat different pattern from traditional full-line electrical wholesalers. Eleven such companies are on this year's list.

The firms in this listing are ranked by number of employees because dollar volume, a more credible means by which to rank the firms, could not be obtained from every company. To rank a firm, we estimated the employee count if the distributor did not provide it. In cases where two or more distributors have the same number of employees, the ones who gave sales figures rank first. In the absence of sales figures, number of locations and floor space became the tie breakers.

To qualify a company for a spot in the ranking, only its electrical wholesale-related sales and employees count. But we do include specialized electrical wholesalers on the 250 Biggest list in recognition of their more and more visible role in the electrical wholesaling industry, witness Anixter Bros., a wire and cable distributor that moves up to No. 2 this year with $1.25 billion in U.S. sales in 1989 and 4,000 employees, and W.W. Grainger, a distributor of motors, motor controls, fans, blowers, hand and power tools, lighting fixtures and other electrical equipment, which ranks No. 6 on the list based on our estimates of the electrical component of its $1.7 billion in sales and 7,650 employees. □

The 250 biggest electrical distributors

RANK	COMPANY (Parent)	HEADQUARTERS	1989 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
1	**Graybar Electric Co., Inc.**	St. Louis, MO	$1,899,000,000	4,764	197	5,730	E.A. McGrath
2	**Anixter Bros., Inc.*** (Itel Inc.)	Skokie, IL	1,250,000,000	4,000	146	NA	J. Pigott
3	**Consolidated Electrical Distributors, Inc.**	Westlake Village, CA	NA	3,700e	300	NA	T. Monis
4	**Westinghouse Electric Supply Co.** (Westinghouse Electric Corp.)	Pittsburgh, PA	NA	3,000e	225	5,200	J. Peretti
5	**General Electric Supply Co.** (GE Co.)	Bridgeport, CT	NA	2,300	130	NA	J.R. Stonesifer
6	**W.W. Grainger, Inc.***	Skokie, IL	500,000,000e	2,200e	331	10,193	D.W. Grainger
7	**All-Phase Electric Supply Co.**	Benton Harbor, MI	450,000,000	1,800	102	1,500	R.F. Kinney
8	**Consolidated Electric Supply, Inc.** (Willcox & Gibbs, Inc.)	Miami, FL	355,000,000	1,165	56	NA	W.E. Campbell
9	**Summers Group** (BTR, Inc.)	Dallas, TX	375,000,000	1,084	83	NA	W.K. Renwick
10	**Hughes Supply, Inc.**	Orlando, FL	185,000,000	900	40	NA	D. Hughes
11	**Crescent Electric Supply Co., Inc.**	East Dubuque, IL	NA	900e	82	NA	J. Schmid
12	**EESCO, Inc.**	Chicago, IL	260,000,000	810	34	700	G. Murino
13	**Platt Electric Supply, Inc.**	Beaverton, OR	133,000,000	670	57	611	H.J. Platt
14	**Mayer Electric Supply Co., Inc.**	Birmingham, AL	157,700,000	580	32	470	C.A. Collat
15	**Cameron & Barkley Co. Electrical Div.** (Cameron & Barkley Co.)	Charleston, SC	161,000,000	494	30	550	R.C. Barkley, Jr.
16	**Stuart C. Irby Co.**	Jackson, MS	160,000,000	490	19	535	S.M. Irby
17	**Dealers Electrical Supply Co.**	Waco, TX	NA	433	31	496	M.W. Gracey
18	**Scott Electric Co.**	Greensburg, PA	NA	431	6	345	S. Scott
19	**Southern Electric Supply Co., Inc.** (International Technical Distributors)	Meridian, MS	100,000,000+	425	32	400	R.M. Merson
20	**Raybro Electric Supplies, Inc.**	Tampa, FL	107,921,831	414	20	400	T.A. Brown, Jr.
21	**North Coast Electric Co.**	Bellevue, WA	NA	400+	23	NA	P. Perko
22	**Branch Electric Co.** (Branch Group Inc.)	Forestville, MD	100,000,000+	375	18	NA	C.M. Steiner
23	**State Electric Supply Co., Inc.**	Huntington, WV	NA	349	13	345	A. Weisberg
24	**Kirby Risk Supply Co., Inc.**	Lafayette, IN	NA	312	17	250	J.K. Risk III
25	**Houston Wire & Cable Co.*** (Alltel Corp.)	Houston, TX	NA	300	12	400	J. Jennings
26	**Tristate Electrical Supply Co., Inc.**	Hagerstown, MD	98,400,000	288	22	NA	J.M. Waltersdorf
27	**Bryant Supply Co., Inc.**	Gastonia, NC	66,890,135	275	12	229	H.M. Bryant, Sr.
28	**Billows Electric Supply Co.**	Philadelphia, PA	60,000,000	270	5	100	J. Billow
29	**Ace Electric Supply Co.**	Jacksonville, FL	NA	265	23	263	B.W. Covington
30	**Noland Co.**	Newport News, VA	62,860,000	264e	95	400	L.U. Noland III
31	**Warren Electric Co.**	Houston, TX	87,869,000	250	6	NA	R.V. Williams
32	**Maddux Supply Co.**	Greensboro, NC	NA	250e	10	NA	J. Mathis
33	**Watson Electric Supply Co.**	Dallas, TX	NA	245	17	NA	M. Watson

The 250 biggest electrical distributors

RANK	COMPANY (Parent)	HEADQUARTERS	1989 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
34	**Economy Electric Supply, Inc.**	Manchester, CT	$48,000,000	237	4	111	R.W. Weinberg
35	**Stusser Electric Co.**	Seattle, WA	62,000,000	235	12	220	H.C. Stusser
36	**Massachusetts Gas & Electric Light Supply Co.**	Boston, MA	NA	235	8	180	E.B. Weinreb
37	**Steiner Electric Company**	Elk Grove Village, IL	70,290,000	230	4	134	H.M. Kerman
38	**Bergenfield Lighting & Electrical Supplies**	Bergenfield, NJ	51,000,000	230	5	150	M. Calabrese
39	**Interstate Electric Supply Co., Inc.**	Chantilly, VA	51,500,000	221	13	198	F.J. Carr
40	**Brown Wholesale Electric Co.**	Sun Valley, CA	85,000,000	220	7	245	R. Brown
41	**Northern Wire and Cable, Inc.***	Troy, MI	41,481,091	220	5	106	R. Brzustewicz
42	**City Electric Supply of California**	Novato, CA	64,500,000	210	7	140	N. Wong
43	**Border States Electric Supply Co.** (Border States Industries)	Fargo, ND	NA	210	9	NA	P. Madson
44	**Eck Supply Co.**	Richmond, VA	47,500,000	205	12	NA	L.W. Burnley, Sr.
45	**Walters Wholesale Electric Co.**	Long Beach, CA	57,000,000	200	9	95	J.L. Walter
46	**Penn Electric Supply Group**	Philadelphia, PA	51,000,000	200	5	200	S. Cooperstein
47	**Madison Electric Co.**	Detroit, MI	NA	198	10	200	J. Schneider
48	**McNaughton-McKay Electric Co.**	Madison Heights, MI	150,000,000	190	5	200	W.W. Bull
49	**Tvesco, Inc.**	Memphis, TN	80,000,000+	190	11	200	J.D. Liles
50	**Mack Electric Supply Co., Inc.**	Dothan, AL	58,531,000	190	6	190	D.F. McMullan
51	**Wholesale Electric Supply Co. of Houston, Inc.**	Houston, TX	98,000,000	188	3	150	C.G. Rutland
52	**Maurice Electrical Supply Co., Inc.**	Washington, DC	71,698,227	185	4	130	B.S. Green
53	**Lappin Electric Co.**	Milwaukee, WI	47,300,000	185	10	270	R.T. Lappin
54	**Evergreen Oak Electric Supply & Sales Co., Inc.**	Crestwood, IL	32,000,000	185 e	5	70	R.B. Caesar
55	**Electric Supply Co., Inc.**	Raleigh, NC	NA	185	10	293	K.D. Kennedy, Jr.
56	**Cummins Supply Co.** (Cummins Corp.)	Ft. Worth, TX	60,267,068	184	10	150	C. Cummins
57	**Stanion Wholesale Electric Co.**	Pratt, KS	NA	182	16	NA	T. Stanion
58	**Electrical Equipment Co.**	Raleigh, NC	43,135,081	181	9	127	R.L. Hedgepeth
59	**Eoff Electric Co.**	Salem, OR	55,000,000+	180	5	171	J. Eoff
60	**Richards Electric Supply Co., Inc.**	Cincinnati, OH	52,500,000	180	7	120	I.S. Misrach
61	**Viking Electric Supply, Inc.**	St. Paul, MN	NA	180	9	NA	J. Schacker
62	**United Electric Supply Co., Inc.**	New Castle, DE	NA	180	7	NA	N.R. Gianoulis
63	**American Electric Company** (SDI Operating Partners, L.P.)	St. Joseph, MO	NA	179	15	391	B. Cornelius
64	**Seattle Lighting & Fixture Co.***	Seattle, WA	NA	175 e	8	NA	P. Alexander
65	**Gamarel Electric Supply Co., Inc.**	Irvington, NJ	NA	175	2	NA	H. Gamarel
66	**Sacks Electrical Supply Co.** (UIS Inc.)	Akron, OH	63,698,000	174	3	190	M.D. Sacks
67	**Ralph Pill Electric Supply Co.**	Boston, MA	NA	172	15	180	A.E. Pill
68	**Independent Electric Supply, Inc.**	San Carlos, CA	NA	170 e	6	114	R.F. Hurd
69	**Turtle & Hughes, Inc.**	Linden, NJ	76,000,000	165	4	NA	S.T. Millard
70	**Kriz-Davis Co.**	Grand Island, NE	52,000,000	160	10	164	M.H. Gosda
71	**Nunn Electric Supply Corp.**	Amarillo, TX	33,500,000	152	12	173	C.D. Hare
72	**King Wire & Cable Corp.***	Jamaica, NY	50,000,000+	150	5	300	R. Dorfman
73	**Wehle Electric Co., Inc.**	Buffalo, NY	34,000,000	150	4	100	A.J. Dachauer
74	**Norcal Electric Supply, Inc.**	Redding, CA	NA	150	13	116	F. Schoradt
75	**Fromm Electric Supply Corp.**	Piscataway, NJ	NA	150	4	109	D. Berman
76	**Uhr Electric Supply Co., Inc.**	Cherry Hill, NJ	50,000,000	145	4	NA	E. Uhr
77	**Springfield Electric Supply Co.**	Springfield, IL	42,762,000	145	6	155	W.R. Schnirring
78	**Fitzpatrick Electric Supply Co., Inc.**	Muskegon, MI	NA	145	6	158	L.P. Carlson
79	**Northland Electric Supply Co.**	Minneapolis, MN	49,100,000	144	6	180	J.M. Vilett
80	**The Hite Co.**	Altoona, PA	30,400,000	142	11	210	R.L. Hite
81	**Standard Electric Co.**	Bangor, ME	NA	140	9	NA	R. Stone

RANK	COMPANY (Parent)	HEADQUARTERS	1989 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
82	**Braid Electric Company**	Nashville, TN	NA	140	8	150	B.S. Gambill, Jr.
83	**Electrical Wholesalers**	Hartford, CT	NA	140	6	70	H. Namerow
84	**Revere Electric Supply Co.**	Chicago, IL	NA	140	4	120	T. Eiseman
85	**Dominion Electric Supply Co., Inc.**	Arlington, VA	NA	140	4	107	T. Eiseman
86	**Ryall Electric Supply Co.**	Denver, CO	NA	138	5	159	G.A. Wilson
87	**Standard Electric Supply Co., Inc.**	Wilmington, MA	$39,000,000	137	3	85	A.J. Brand
88	**Moore Electric Supply Inc.**	Charlotte, NC	51,775,833	135	5	94	J.V. Moore
89	**Debenham Electric Supply Co., Inc.**	Anchorage, AK	39,000,000	135	10	161	R.G. Debenham
90	**Tecot Electric Supply Co., Inc.**	Wilmington, DE	29,000,000	130	5	105	F. Lewandowski
91	**Pacific Electrical Supply, Inc.**	San Leandro, CA	NA	130	6	108	A.P. Russello III
92	**Maynard's Electric Supply, Inc.**	Rochester, NY	NA	130	3	136	B. Hellman
93	**Elliott Electric Supply, Inc.**	Nacogdoches, TX	21,426,447	125	11	NA	B. Elliott
94	**Electric Supply Co. of Asheville, Inc.**	Asheville, NC	NA	125	12	326	G. Winner
95	**Plainsco, Inc.**	Aberdeen, SD	NA	125 e	6	250	R. Rickel
96	**Friedman Electric Group, Inc.**	Exeter, PA	NA	125	6	NA	S. Friedman
97	**Rumsey Electric Co.**	Philadelphia, PA	44,000,000	124	4	115	W.J. DiBui
98	**The John A. Becker Co.**	Dayton, OH	39,200,000	123	2	81	T.E. Becker
99	**Stoneway Electric Supply**	Seattle, WA	33,000,000	123	8	134	E.E. Ralph
100	**J.H. Larson Electrical Co.**	Golden Valley, MN	31,000,000	121	6	116	C.E. Pahl
101	**Dardanella Electric Corp.**	Arcadia, CA	50,219,151	120	9	105	W.W. Hoban
102	**Keathley-Patterson Electric Co.** (SDI Operating Partners, L.P.)	N. Little Rock, AR	30,000,000	120	12	120	R.J. Wilson
103	**United Electric Supply Co.**	St. Louis, MO	NA	120	6	103	J. Brown
104	**Cooper Electric Supply Co.**	Middletown, NJ	34,800,000	118	3	58	R.A. Cooper
105	**Cardello Electric Supply Co.**	Pittsburgh, PA	24,000,000	118	10	NA	N.R. Cardello
106	**Hobb Electrical Supply** (Holt Electrical Distribution Corp.)	New York, NY	23,000,000	117	1	NA	P. Hillstrom
107	**Kendall Electric, Inc.**	Battle Creek, MI	NA	115	5	NA	C. Kodis
108	**Electric Specialty & Supply Corp.**	Boston, MA	37,890,000	114	6	175	W.L. Gray
109	**Battey Machinery Co.**	Rome, GA	NA	114	4	125	E.L. Yeargan, Jr.
110	**Valley Electric Co. of Stockton**	Stockton, CA	NA	114	3	120	H.L. Dempsey, Jr.
111	**Commerce Electric Supply Co.**	Linthicum, MD	NA	111	11	150	M. Lessans
112	**Kennedy Electrical Supply Corp.**	Jamaica, NY	32,500,000	110	2	60	M. Berken
113	**Dauphin Electric Supply Co.** (Dauphin Associates, Inc.)	Harrisburg, PA	31,000,000	110	4	100	E.T. Girvin
114	**Wolff Bros. Supply Inc.**	Medina, OH	24,750,000	110	4	108	H.E. Wolff
115	**McJunkin Corp.**	Charleston, WV	NA	110	10	NA	H.B. Wehrle III
116	**Villa Lighting Supply Co., Inc.***	St. Louis, MO	NA	110	3	110	J.A. Villa
117	**Butler Supply, Inc.**	St. Louis, MO	20,000,000	108	12	150	R.E. Butler
118	**Taylor Electric Supply Inc.**	Portland, OR	34,000,000	105	1	100	W. Klein
119	**Hartford Electric Supply Co. (HESCO)**	West Hartford, CT	27,000,000 +	105	4	75	B. DePasquale
120	**Coast Electric Co.** (TFI Building Materials, Inc.)	San Diego, CA	35,000,000	103	5	160	T.J. Grant
121	**Kulwin Electric Supply Co., Inc.**	Indianapolis, IN	32,000,000	103	7	92	H. Kulwin
122	**Philips & Co.** (SDI Operating Partners, L.P.)	Columbia, MO	NA	102	9	NA	H.J. Cornelius
123	**Fromm Electric Supply Corp. of Reading**	Reading, PA	NA	102	3	75	B. Fromm
124	**Associated of Los Angeles**	Los Angeles, CA	25,000,000	100	2	42	C.D. Russell, Jr.
125	**Jarvis Electric Supply Co., Inc.**	Los Angeles, CA	24,077,000	100	1	42	L.W. Jarvis
126	**City Hall Electrical Supply, Inc.**	Providence, RI	22,000,000	100	5	90	C.E. Robbins, Jr.
127	**Eagle Electric Supply Co., Inc.**	Boston, MA	NA	100	2	35	S. Kaplan
128	**Shealy Electrical Wholesalers, Inc.**	Greenville, SC	33,000,000	99	3	75	J.S. DeLoache
129	**Summit Electric Supply Co., Inc.**	Albuquerque, NM	31,000,000	99	4	68	V.R. Jury, Sr.
130	**West Chester Electric & Electronics, Inc.**	West Chester, PA	24,657,931	99	2	65	L. Traines
131	**Matthews Electric Supply Co., Inc.**	Birmingham, AL	NA	99	5	102	W.H. Cole
132	**Georgia Lighting Supply Co., Inc.***	Atlanta, GA	17,100,000	98	3	67	H.L. Gilham, Jr.
133	**Power/Mation Div.*** (Craighead & Associates)	St. Paul, MN	NA	98	6	37	D.N. Alcock
134	**Reily Electrical Supply Inc.**	New Orleans, LA	NA	98	4	93	T.S. Reily
135	**Electrical Suppliers, Inc.**	Norfolk, VA	25,116,941	96	3	72	W.W. Old
136	**Harry Cooper Supply Co.** (C.B. Management Co., Inc.)	Springfield, MO	22,990,000	94 e	2	NA	S.R. Reagan
137	**ESSCO Wholesale Electric**	Anaheim, CA	NA	94	12	NA	T. Tapia
138	**Medler Electric Co.**	Alma, MI	NA	94	8	75	W. Leuth
139	**Hunzicker Brothers, Inc.**	Oklahoma City, OK	NA	93	5	105	W.T. Hunzicker
140	**Fischer-Flack, Inc.**	Saginaw, MI	NA	93	5	NA	R. Tiderington
141	**Dixie Electric Supply Corp.**	Richmond, VA	26,593,000	92	2	55	J.F. Alexander

The 250 biggest electrical distributors

RANK	COMPANY (Parent)	HEADQUARTERS	1989 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
142	Denney Electric Supply	Ambler, PA	$23,200,000	92	8	120	B.H. Denney
143	Grand Light & Supply Co., Inc.	New Haven, CT	NA	92	3	72	S. Stockman
144	Stokes Electric Co.	Knoxville, TN	25,500,000	90	3	100	R.E. Lay, Sr.
145	McDonald Distributors of Florida, Inc.	Ft. Lauderdale, FL	24,425,000	90	5	111	R.W. Long
146	Capital Wholesale Electric Co.	Sacramento, CA	NA	90e	3	NA	F. Ghilarducci
147	The F.D. Lawrence Electric Co.	Cincinnati, OH	40,770,722	89	4	82	P.F. Bodde
148	Fluorescent Supply Co.	Harrisburg, PA	NA	89	3	NA	F. Bloom
149	Benfield Electric Supply Co., Inc.	White Plains, NY	28,000,000	88	2	NA	R.C. Kohli
150	Standard Electric Co.	Saginaw, MI	NA	88	8	115	L.N. Weber
151	Rockingham Electrical Supply Co., Inc.	Newington, NH	NA	88	5	105	J.E. Pender
152	Morristown Electrical Supply Co.	Morristown, NJ	NA	88	3	50	R. Hirsch
153	Capital Lighting & Supply, Inc.	Alexandria, VA	31,173,000	86	2	47	L.H. Duckett
154	B & K Electric Wholesale	City of Industry, CA	20,000,000	86	4	77	K. Kindrick
155	Mosebach Electric & Supply Co.	Pittsburgh, PA	NA	86	5	71	R.M. Nadler
156	Electric Fixture & Supply Co.	Omaha, NE	NA	86	4	70	G. Rohde
157	Franklin Electric Co.	Atlantic City, NJ	21,000,000	85	8	79	E.R. Lowenstein
158	The Kiemle-Hankins Co.	Toledo, OH	NA	85	3	NA	A.S. Martindale
159	Seamans Supply Co., Inc.	Manchester, NH	NA	85	4	NA	D.G. March
160	Electrical Distributors, Inc.	Atlanta, GA	NA	85	1	38	D.C. Martin
161	York Electrical Supply Co.	York, PA	23,682,000	84	2	60	J.G. Livingston
162	Electric Supply, Inc.	High Point, NC	20,000,000	84	7	93	J.G. Hunt
163	Basic Distribution Corp.	Columbus, OH	NA	84	6	76	A. Kerr
164	Sterling Electric Co.	Minneapolis, MN	NA	84	3	68	D. Lindquist
165	Gross Electric, Inc.	Toledo, OH	14,828,000	83	4	65	R. Gross
166	Electrical Insulation Suppliers, Pacific Div.* (Electrical Insulation Suppliers, Inc.)	San Jose, CA	NA	82	12	200	J.F. Rodgers
167	Holmes Distributors, Inc.	Portland, ME	NA	82	5	NA	B. Andrews
168	The Capitol Light and Supply Co.	Hartford, CT	27,500,000	80	3	80	M.B. Cartin
169	Shepherd Electric Supply Co., Inc.	Goldsboro, NC	18,000,000	80	5	NA	D.B. Shepherd
170	West Virginia Electric Supply Co.	Huntington, WV	16,031,158	80	4	70	J. Colker
171	Splane Electric Supply Co.	Detroit, MI	NA	80	4	100	A. Swartzenberg
172	Cadillac Electric (Premier Industrial Corp.)	Oak Park, MI	NA	80e	3	NA	J. Green
173	Major Electric & Supply, Inc.	Pawtucket, RI	NA	80	1	49	D.E. Levin
174	K & M Electric Supply, Inc.	Riviera Beach, FL	NA	79	5	57	W.K. Mooney
175	Evans Electrical Supply, Inc.	Baton Rouge, LA	24,000,000	78	3	90	A.D. Womack
176	The Electric Supply Co.	Atlanta, GA	21,000,000	78	4	66	H.W. Shropshire
177	Franklin Electric Co.	Philadelphia, PA	25,000,000	77	1	95	W.T. Walker III
178	Wholesale Electric Supply Corp.	Vestal, NY	31,000,000	76	3	54	J. Matthews
179	County Wholesale Electric Co., Inc.	Orange, CA	24,500,000	76	2	45	R.S. Roberts
180	Granite City Electric Supply Co.	Quincy, MA	NA	76	4	75	P.P. Godwin
181	Hunt Electric Supply Co.	Burlington, NC	16,000,000	75	9	NA	S. Hunt
182	Electric Supply of Salinas	Salinas, CA	15,000,000	75	7	60	J.L. Zabala, Sr.
183	Roden Electrical Supply Co.	Knoxville, TN	NA	75	6	98	S. McCamy
184	Coleman Electrical Supply Co., Inc.	Brooklyn, NY	NA	75	5	45	S. Coleman
185	Royalite Co.	Flint, MI	NA	75	3	68	G.B. Gottlieb
186	Raymond de Steiger, Inc.	Sterling Heights, MI	NA	75	3	60	R. de Steiger
187	Peerless Electric Supply Co.	Indianapolis, IN	NA	74	4	100	B.A. Butz
188	The H. Leff Electric Co.	Cleveland, OH	NA	74	3	92	S.L. Leff, Jr.
189	The Furbay Electric Supply Co.	Canton, OH	NA	73	5	73	T.A. Furbay
190	Ackerman Electrical Supply Co.	Grand Rapids, MI	NA	73	2	40	C. Kodis
191	Hampden Zimmerman Electric Supply	Springfield, MA	21,500,000	72	2	70	R. Sanborn

RANK	COMPANY (Parent)	HEADQUARTERS	1989 SALES	ELECTRICAL EMPLOYEES	LOCATIONS	SQ FT (000)	PRESIDENT OR CEO
192	**Advance Electric Supply Co., Inc.**	Flint, MI	$21,783,540	71	1	91	J.A. Smock
193	**Square Electric Supply Co.**	Parsippany, NJ	25,000,000	70	2	30	H.W. Cohen
194	**The Loeb Electric Co.**	Columbus, OH	24,000,000 +	70	3	65	C. Loeb
195	**ReQua Electrical Supply Co.** (RERO Distribution Companies)	Rochester, NY	19,883,000	70 e	2	31	J.R. Wilson
196	**Schaedler Bros., Inc.**	Harrisburg, PA	19,000,000	70	3	80	J.D. Schaedler
197	**Industrial Electric Service Co.**	Arcata, CA	11,000,000	70	5	72	R.H. Nicholson
198	**Teche Electric Supply, Inc.**	Lafayette, LA	NA	70	9	120	M.G. Hays
199	**Empire Electric Supply Co.**	Rochester, NY	NA	70	3	65	S.B. Cutler
200	**The Reynolds Co.**	Dallas, TX	NA	70	3	36	D. Reynolds
201	**Fife Electric Company**	Novi, MI	NA	70	2	70	B.S. Smith
202	**Active Electrical Supply Co.**	Chicago, IL	NA	70	1	25	H.C. Fox
203	**The Starbuck Sprague Co.**	Waterbury, CT	16,000,000	68	1	40	H.W. Schultze
204	**Edward Joy Co.**	Syracuse, NY	NA	68 e	1	65	L. Markert, Jr.
205	**Armstrong Pacific Corp.**	Downey, CA	14,532,000	67	3	57	B. Armstrong
206	**Brock-McVey Supply Co.** (A.Y. McDonald Industries, Inc.)	Lexington, KY	NA	66 e	5	NA	J. McDonald III
207	**Reese Supply Co.***	Irving, TX	NA	66	4	NA	R. Reese
208	**Electrical Engineering & Equipment Co.**	Des Moines, IA	NA	66	1	75	J.J. Myers
209	**Temple, Inc.***	Dallas, TX	45,000,000	65	7	150	R.J. Morrison
210	**Shepherd Electric Co., Inc.**	Baltimore, MD	25,000,000	65	1	61	C.C. Vogel III
211	**K.J. Electric Corp.***	Syracuse, NY	10,000,000	65	3	154	K.E. Jacobs
212	**Minnesota Electric Supply Co.**	Willmar, MN	NA	65	5	100	S. Linder
213	**Monarch Electric Co.**	Fairfield, NJ	NA	65 e	2	22	M. Pilger
214	**Electric Supply and Equipment Co., Inc.**	Greensboro, NC	20,000,000 +	64	3	36	D.G. Smith
215	**Maltby Electric Supply Co., Inc.**	San Francisco, CA	16,000,000	64	3	50	J.A. Maltby
216	**Michigan Chandelier Co.**	Southfield, MI	14,200,000	64	5	NA	E. Berne
217	**Grote Lighting & Supply Co., Inc.***	Indianapolis, IN	NA	64	8	NA	T.E. Grote
218	**Professional Electric Products Co. (PEPCO)**	Eastlake, OH	30,000,000	63	2	78	J.H. Borkey
219	**Lowe Electric Co.**	Macon, GA	14,500,000	63	3	55	J.W. Kinman Sr.
220	**Wolberg Electrical Supply Co., Inc.**	Albany, NY	NA	63	2	54	M. Bindell
221	**Coghlin Electric/Electronics Inc.** (Coghlin Companies Inc.)	Worcester, MA	NA	62	2	60	J.W. Coghlin
222	**Alameda Electrical Distributors, Inc.**	Hayward, CA	NA	61	2	48	R. LaRue
223	**Avon Electrical Supplies, Inc.**	Hauppague, NY	47,000,000	60	2	45	K. Moskowitz
224	**Ever Ready Electric Supply, Inc.**	Los Angeles, CA	20,000,000	60	1	40	M.M. Ferris
225	**Lee Electric Co. of Baltimore City**	Baltimore, MD	18,500,000	60	1	62	B.L. Langeluttig
226	**M & M Lighting, Inc.**	Houston, TX	15,000,000	60	2	50	J. Margolin
227	**Voss Electric Supply Co.***	Lincoln, NE	10,000,000 +	60 +	6	NA	M.H. Voss
228	**Wholesale Supply Group, Inc.**	Cleveland, TN	9,243,160	60 e	15	NA	L.D. Rogers
229	**Meletio Electrical Supply Co.**	Dallas, TX	8,000,000	60	3	101	J. Meletio
230	**Memphis Lamp Co.***	Memphis, TN	NA	60	6	NA	D.M. Marrs
231	**Heintz Electric Co.**	Quincy, IL	NA	60	5	NA	D. Craven
232	**Griffith Electric Supply Co., Inc.**	Trenton, NJ	NA	60	1	70	M.A. Griffith
233	**ANESCO**	Kingston, PA	NA	60	1	40	G.S. Fierman
234	**The H. Poll Electric Co.**	Toledo, OH	22,623,000	59	4	75	R.W. Poll
235	**Hallmark Electrical Supplies Corp.** (LVI Corp.)	Brooklyn, NY	9,500,000	57	1	50	T. Ahrens
236	**St. Louis-Metro Electric Supply, Inc.**	St. Louis, MO	NA	57 e	8	NA	J.O. Frisella
237	**I.G. Federal Electrical Supply Corp.**	Long Island City, NY	22,000,000 +	56	1	32	S.J. Friedman
238	**Kiefer Electrical Supply Co.**	Peoria, IL	NA	56	3	100	W.A. Kiefer
239	**Loyal Supply Corp.**	Albany, NY	15,000,000	55	3	60	J.D. Fluster
240	**Forest City Electric Supply Co.**	Rockford, IL	14,000,000	55	4	57	S.T. Elrick
241	**Romac Supply Co.***	City of Commerce, CA	10,000,000	55	3	150	D.B. Rosenfield
242	**Northern Light & Supply Co.**	Pittsburgh, PA	8,500,000	55	2	55	J. Latterman
243	**Peebles Supply Corp.** (Ferguson Enterprises, Inc.)	Newport News, VA	NA	55	7	NA	J.W. Allen
244	**ENSCO Supply Co.** (Industrial Distribution Group)	Greensboro, NC	NA	55	4	NA	C. Lingenfelter
245	**Sheridan Royalite Inc.***	Amherst, NY	NA	55	2	23	D. Gottesman
246	**Mid West Wholesale Lighting***	Los Angeles, CA	NA	55 e	1	30	M. Frandzel
247	**Crum Electric Supply Co., Inc.**	Casper, WY	NA	54	5	51	D.H. Crum
248	**Farrell-Argast Electric Co., Inc.**	Indianapolis, IN	14,782,600	53	2	28	A.M. Quigley
249	**Nu-Lite Electrical Wholesalers, Inc.**	Harahan, LA	17,000,000	52	4	54	F.J. Corales, Jr.
250	**Helsel-Jepperson Electrical, Inc.**	Chicago Heights, IL	10,000,000 +	52	1	37	D. Helsel

e—estimated by the editors of ELECTRICAL WHOLESALING *—specialized electrical wholesaler

ALPHABETICAL GUIDE TO THE 250 BIGGEST

Company	Rank
Ace Electric Supply Co.	29
Ackerman Electrical Supply Co.	190
Active Electrical Supply Co.	202
Advance Electric Supply Co., Inc.	192
Alameda Electrical Distributors, Inc.	222
All-Phase Electric Supply Co.	7
American Electric Company	63
ANESCO	233
Anixter Bros., Inc.	2
Armstrong Pacific Corp.	205
Associated of Los Angeles	124
Avon Electrical Supplies, Inc.	223
B & K Electric Wholesale	154
Basic Distribution Corp.	163
Battey Machinery Co.	109
Benfield Electric Supply Co., Inc.	149
Bergenfield Lighting & Electrical Supplies	38
Billows Electric Supply Co.	28
Border States Electric Supply Co.	43
Braid Electric Company	82
Branch Electric Co.	22
Brock-McVey Supply Co.	206
Brown Wholesale Electric Co. (Excel)	40
Bryant Supply Co., Inc.	27
Butler Supply, Inc.	117
Cadillac Electric	172
Cameron and Barkley Co. Electrical Div.	15
Capital Lighting & Supply, Inc.	153
Capital Wholesale Electric Co.	146
Cardello Electric Supply Co.	105
City Electric Supply of California	42
City Hall Electrical Supply, Inc.	126
Coast Electric Co.	120
Coghlin Electric/Electronics Inc.	221
Coleman Electrical Supply Co., Inc.	184
Commerce Electric Supply Co.	111
Consolidated Electric Supply, Inc.	8
Consolidated Electrical Distributors, Inc.	3
Cooper Electric Supply Co.	104
County Wholesale Electric Co., Inc.	179
Crescent Electric Supply Co., Inc.	11
Crum Electric Supply Co., Inc.	247
Cummins Supply Co.	56
Dardanella Electric Corp.	101
Dauphin Electric Supply Co.	113
Dealers Electrical Supply Co.	17
Debenham Electric Supply Co., Inc.	89
Denney Electric Supply	142
Dixie Electric Supply Corp.	141
Dominion Electric Supply Co., Inc.	85

Company	Rank
Eagle Electric Supply Co., Inc.	127
Eck Supply Co.	44
Economy Electric Supply, Inc.	34
Edward Joy Co.	204
EESCO, Inc.	12
Electric Fixture & Supply Co.	156
Electric Specialty & Supply Corp.	108
Electric Supply, Inc.	162
Electric Supply and Equipment Co., Inc.	214
Electric Supply Co., Inc.	55
Electric Supply Co. of Asheville, Inc.	94
Electric Supply of Salinas	182
Electrical Distributors, Inc.	160
Electrical Engineering & Equipment Co.	208
Electrical Equipment Co.	58
Electrical Insulation Suppliers, Pacific Div.	166
Electrical Suppliers, Inc.	135
Electrical Wholesalers	83
Elliott Electric Supply, Inc.	93
Empire Electric Supply Co.	199
ENSCO Supply Co.	244
Eoff Electric Co.	59
ESSCO Wholesale Electric	137
Evans Electrical Supply, Inc.	175
Ever Ready Electric Supply, Inc.	224
Evergreen Oak Electric Supply & Sales Co., Inc.	54
Farrell-Argast Electric Co., Inc.	248
Fife Electric Company	201
Fischer-Flack, Inc.	140
Fitzpatrick Electric Supply Co., Inc.	78
Fluorescent Supply Co.	148
Forest City Electric Supply Co.	240
Franklin Electric Co.	177
Franklin Electric Co.	157
Friedman Electric Group, Inc.	96
Fromm Electric Supply Corp.	75
Fromm Electric Supply Corp. of Reading	123
Gamarel Electric Supply Co., Inc.	65
General Electric Supply Co.	5
Georgia Lighting Supply Co., Inc.	132
Grand Light & Supply Co., Inc.	143
Granite City Electric Supply Co.	180
Graybar Electric Co., Inc.	1
Griffith Electric Supply Co., Inc.	232
Gross Electric, Inc.	165
Grote Lighting & Supply Co., Inc.	217
Hallmark Electrical Supplies Corp.	235
Hampden Zimmerman Electric Supply	191
Harry Cooper Supply Co.	136
Hartford Electric Supply Co. (HESCO)	119

Company	Rank
Heintz Electric Co.	231
Helsel-Jepperson Electrical, Inc.	250
Hobb Electrical Supply	106
Holmes Distributors, Inc.	167
Houston Wire & Cable Co.	25
Hughes Supply, Inc.	10
Hunt Electric Supply Co.	181
Hunzicker Brothers, Inc.	139
Independent Electric Supply, Inc.	68
Industrial Electric Service Co.	197
Interstate Electric Supply Co., Inc.	39
I.G. Federal Electrical Supply Corp.	237
Jarvis Electric Supply Co., Inc.	125
J.H. Larson Electrical Co.	100
K & M Electric Supply, Inc.	174
Keathley-Patterson Electric Co.	102
Kendall Electric, Inc.	107
Kennedy Electrical Supply Corp.	112
Kiefer Electrical Supply Co.	238
King Wire & Cable Corp.	72
Kirby Risk Supply Co., Inc.	24
Kriz-Davis Co.	70
Kulwin Electric Supply Co., Inc.	121
K.J. Electric Corp.	211
Lappin Electric Co.	53
Lee Electric Co. of Baltimore City	225
Lowe Electric Co.	219
Loyal Supply Corp.	239
M & M Lighting, Inc.	226
Mack Electric Supply Co., Inc.	50
Maddux Supply Co.	32
Madison Electric Co.	47
Major Electric & Supply, Inc.	173
Maltby Electric Supply Co., Inc.	215
Massachusetts Gas & Electric Light Supply Co.	36
Matthews Electric Supply Co., Inc.	131
Maurice Electrical Supply Co., Inc.	52
Mayer Electric Supply Co., Inc.	14
Maynard's Electric Supply, Inc.	92
McDonald Distributors of Florida, Inc.	145
McJunkin Corp.	115
McNaughton-McKay Electric Co.	48
Medler Electric Co.	138
Meletio Electrical Supply Co.	229
Memphis Lamp Co.	230
Michigan Chandelier Co.	216
Mid West Wholesale Lighting	240
Minnesota Electric Supply Co.	212
Monarch Electric Co.	213
Moore Electric Supply Inc.	88
Morristown Electrical Supply Co.	152
Mosebach Electric & Supply Co.	155
Noland Co.	30
Norcal Electric Supply, Inc.	74
North Coast Electric Co.	21
Northern Light & Supply Co.	242
Northern Wire and Cable, Inc.	41
Northland Electric Supply Co.	79
Nunn Electric Supply Corp.	71
Nu-Lite Electrical Wholesalers, Inc.	249
Pacific Electrical Supply, Inc.	91
Peebles Supply Corp.	243
Peerless Electric Supply Co.	187
Penn Electric Supply Group	46
Philips & Co.	122
Plainsco, Inc.	95
Platt Electric Supply, Inc.	13
Power/Mation Div.	133
Professional Electric Products Co. (PEPCO)	218
Ralph Pill Electric Supply Co.	67
Raybro Electric Supplies, Inc.	20
Raymond de Steiger, Inc.	186
Reese Supply Co.	207
Reily Electrical Supply Inc.	134
ReQua Electrical Supply Co.	195

Company	Rank
Revere Electric Supply Co.	84
Richards Electric Supply Co., Inc.	60
Rockingham Electrical Supply Co., Inc.	151
Roden Electrical Supply Co.	183
Romac Supply Co.	241
Royalite Co.	185
Rumsey Electric Co.	97
Ryall Electric Supply Co.	86
Sacks Electrical Supply Co.	66
Schaedler Bros., Inc.	196
Scott Electric Co.	18
Seamans Supply Co., Inc.	159
Seattle Lighting & Fixture Co.	64
Shealy Electrical Wholesalers, Inc.	128
Shepherd Electric Co., Inc.	210
Shepherd Electric Supply Co., Inc.	169
Sheridan Royalite Inc.	245
Southern Electric Supply Co., Inc.	19
Splane Electric Supply Co.	171
Springfield Electric Supply Co.	77
Square Electric Supply Co.	193
Standard Electric Co.	81
Standard Electric Co.	150
Standard Electric Supply Co., Inc.	87
Stanion Wholesale Electric Co.	57
State Electric Supply Co., Inc.	23
Steiner Electric Company	37
Sterling Electric Co.	164
Stokes Electric Co.	144
Stoneway Electric Supply	99
Stuart C. Irby Co.	16
Stusser Electric Co.	35
St. Louis-Metro Electric Supply, Inc.	236
Summers Group	9
Summit Electric Supply Co., Inc.	129
Taylor Electric Supply Inc.	118
Teche Electric Supply, Inc.	198
Tecot Electric Supply Co., Inc.	90
Temple, Inc.	209
The Capitol Light and Supply Co.	168
The Electric Supply Co.	176
The Furbay Electric Supply Co.	189
The F.D. Lawrence Electric Co.	147
The Hite Co.	80
The H. Leff Electric Co.	188
The H. Poll Electric Co.	234
The John A. Becker Co.	98
The Kiemle-Hankins Co.	158
The Loeb Electric Co.	194
The Reynolds Co.	200
The Starbuck Sprague Co.	203
Tristate Electrical Supply Co., Inc.	26
Turtle & Hughes, Inc.	69
Tvesco, Inc.	49
Uhr Electric Supply Co., Inc.	76
United Electric Supply Co.	103
United Electric Supply Co., Inc.	62
Valley Electric Co. of Stockton	110
Viking Electric Supply, Inc.	61
Villa Lighting Supply Co., Inc.	116
Voss Electric Supply Co.	227
Walters Wholesale Electric Co.	45
Warren Electric Co.	31
Watson Electric Supply Co.	33
Wehle Electric Co., Inc.	73
West Chester Electric & Electronics, Inc.	130
West Virginia Electric Supply Co.	170
Westinghouse Electric Supply Co.	4
Wholesale Electric Supply Corp.	178
Wholesale Electric Supply Co. of Houston, Inc.	51
Wholesale Supply Group, Inc.	228
Wolberg Electrical Supply Co., Inc.	220
Wolff Bros. Supply Inc.	114
W.W. Grainger, Inc.	6
York Electrical Supply Co.	161